

Message Text

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ACTION EA-10

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TAGS: ETRD, CH, US

SUBJECT: USLO CHIEF CALLS FOR PRESIDENT OF CHINA COUNCIL
FOR PROMOTION OF INTERNATIONAL TRADE (CCPIT)

1. ON NOVEMBER 6 MR. BUSH PAID INTRODUCTORY CALL ON
WANG YAO-T'ING, PRESIDENT OF CCPIT. DISCUSSION WAS GENERAL
AND DEVOTED LARGELY TO PROCEDURES FOR DOING BUSINESS WITH CHINA.
IT INCLUDED FOLLOWING POINTS OF INTEREST.

2. NATIONAL COUNCIL FOR US-CHINA TRADE (NCUSCT). MR. BUSH
DISCUSSED NCUSCT WHICH SENT DELEGATION TO CHINA LAST YEAR AND
EXPRESSED HIS BELIEF THAT RETURN VISIT BY CCPIT DELEGATION TO
US, WHEN IT TAKES PLACE, MAY HAVE FAVORABLE EFFECT ON IMPROVING
BALANCE OF TRADE BETWEEN US AND CHINA. WANG MADE NO MENTION
OF THE POSTPONED CCPIT VISIT IN HIS REPLY, BUT DID NOTE THAT IN
REGARD TO US-CHINA TRADE PROMOTION THE NCUSCT HAS COUNTERPART
FUNCION TO CCPIT. HE SPOKE FAVORABLY OF THE ROLE NCUST PLAYS IN
PROVIDING ADVICE AND ASSISTANCE TO AMERICAN FIRMS AND IN SERVING
AS ONE CHANNEL OF COMMUNICATION BETWEEN AMERICAN BUSINESS AND THE
CHINESE FOREIGN TRADE ORGANIZATIONS. WANG DID NOT REPLY AT ALL TO
QUESTION BY MR. BUSH ABOUT CCPIT CONTACTS WITH OTHER AMERICAN
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ORGANIZATIONS IT HAS INVITED TO CHINA, SUCH AS THE AMERICAN

IMPORTERS ASSOCIATION AND THE AMERICAN CHAMBER OF COMMERCE IN HONG KONG. (COMMENT: WHILE THE CHINESE ARE NOT PREPARED AT THIS TIME TO MAKE A FIRM COMMITMENT ON A VISIT TO THE US, IT SEEMS CLEAR FROM THE FOREGOING THAT THEY STILL REGARD THE NCUSCT AS HAVING A SPECIAL POSITION IN BILATERAL TRADE PROMOTION THAT IS NOT ACCORDED TO OTHER AMERICAN ORGANIZATIONS.)

3. TRADE IMBALANCE. NOTING MR. BUSH'S REFERENCE TO THE TRADE IMBALANCE, WANG SAID HE IS PERSONALLY NOT OVERLY CONCERNED ABOUT THE MATTER; TRADE, HE SAID, MUST EXPAND STEP-BY-STEP. (COMMENT: NOTWITHSTANDING ATTENTION THE CHINESE HAVE GIVEN, IN DISCUSSIONS WITH AMERICAN BUSINESSMEN AND BUSINESS ORGANIZATIONS, TO THE NEED TO INCREASE PURCHASES FROM CHINA, CHINESE OFFICIALS HAVE INDICATED TO USLO IN THE PAST THAT THEY DO NOT EXPECT BALANCED TRADE IN THE SHORT RUN.)

4. CCPIT RELATIONSHIP WITH OTHER PRC TRADE ORGANIZATIONS. THE MINISTRY OF FOREIGN TRADE, WANG EXPLAINED, MAKES FOREIGN TRADE POLICIES, WHILE CCPIT PROMOTES TRADE WITHIN THE FRAMEWORK OF THESE POLICIES. HE NOTED THAT THE GENERAL MANAGERS OF ALL CHINA'S FOREIGN TRADE CORPORATIONS (FTCS) ARE MEMBERS OF CCPIT, AND HENCE CCPIT IS IN A POSITION TO HELP ESTABLISH CONTACTS BETWEEN FOREIGN COMPANIES AND THE FTCS AND TO HELP SETTLE CONTRACT DISPUTES WHICH MAY ARISE BETWEEN THEM. HE STRESSED THAT CCPIT IS A GOVERNMENTAL BODY, IN CONTRAST TO NCUSCT WHICH IS PRIVATE.

5. TECHNICAL EXCHANGE DEPARTMENT OF CCPIT. WANG SAID THE FUNCTION OF THIS NEW DEPARTMENT IS TO ORGANIZE AND ARRANGE TECHNICAL EXCHANGES. FOR EXAMPLE, HE SAID, IF A US COMPANY IS INTERESTED IN TECHNICAL EXCHANGES, THIS DEPARTMENT COULD MAKE CONTACT WITH APPROPRIATE CHINESE ORGANIZATIONS AND, IF THERE IS A MUTUAL INTEREST, MAKE THE NECESSARY ARRANGEMENTS. (COMMENT: USLO OFFICER HOROWITZ HAS BEEN GRANTED AN APPOINTMENT WITH THE TECHNICAL EXCHANGE DEPARTMENT AND WE HOPE TO HAVE FURTHER INFORMATION ABOUT ITS WORK NEXT WEEK.)

6. CHINA NATIONAL PACKAGING CORPORATION. WANG SAID THIS NEW CORPORATION HAS RESPONSIBILITY FOR RESEARCH ON PACKAGING OF EXPORT LIMITED OFFICIAL USE

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COMMODITIES AND ALSO DESIGNS NEW PACKAGING. THE CORPORATION MAY IMPORT PACKAGING MATERIALS, BUT DOES SO THROUGH THE CHINA NATIONAL LIGHT INDUSTRIAL PRODUCTS IMPORT AND EXPORT CORPORATION. WANG EXPLAINED THAT IMPORTS OF MACHINERY FOR PACKAGING, SUCH AS CANNING EQUIPMENT, ARE STILL HANDLED BY THE CHINA NATIONAL MACHINERY IMPORT AND EXPORT CORPORATION.
BUSH

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